



Family and Morale, Welfare and Recreation (MWR) Command

NAF EMAIL

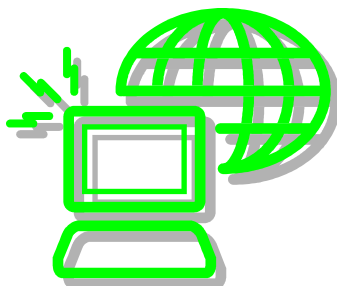
A New Purchasing Tool



EMALL PURPOSE



To provide NAF Contracting Officers, Program/Activity Managers and other purchase card holders one stop shopping capability via the World Wide Web to order supplies and services, compare pricing and obtain cost savings.





EMALL BENEFITS



- **A purchasing tool to allow for the ease of buying**
- **One stop shopping, single point of entry, search and order across all electronic sources**
- **Encouraging value buying for purchases under the competition threshold of \$5k by comparison of price, quality and delivery**
 - **Not intended for large scale purchases, renovation of facilities or interior design type projects**
- **Eliminates traditional labor-intensive processes of identifying sources of supply through vendor brochures, paper catalogs, phone book and Internet catalog; and in-store shopping**
- **Purchase the product that best suits their needs directly on-line**





EMALL BENEFITS



- **Intangible benefits**
 - Reduce labor time
 - Increase competition
 - Never pay for sales tax
 - Purchasing power
 - Management information
 - Reduce admin costs
- **Tangible Benefits**
 - Discounts directly to buyers
 - During FY06 the total number of Army NAF Purchase Card Accounts was 3,240 with a total purchase amount of \$151.780M with rebates \$1.365M
 - Conservatively estimating one quarter of NAF purchase card transactions to the NAF EMALL at a three percent discount would result in a savings of \$1.138M
 - An increase in the use of the Purchase card would increase rebates received from the bank
 - FY 06 DoD EMALL Purchase Card orders totaled 1,070,969 with a cost avoidance of \$144,248,814.61



HOW EMAIL WORKS



- **Shoppers can...**
 - Browse catalogues
 - Build shopping carts
 - Send shopping carts
 - Save shopping carts
 - Create quick lists
 - Check status of carts, current cart, orders pending, orders placed
- **Orderers can do all that and...**
 - Place Orders
 - Manage Orders



HOW EMAIL WORKS



- **Cross catalogue shopping**
 - Instant comparison of price, delivery, and characteristics
- **Multiple keys to search on**
 - NSN, NIIN, Manufacturers part number
 - Manufacturers name, catalog number, UPC
- **NAF Basic Agreements average 5% discount off wholesale pricing, other contract types include**
 - GSA Federal Supply Schedule
 - Blanket Purchase Agreements
 - Indefinite Delivery/Indefinite Quantity
 - Open Market



HOW EMAIL WORKS



- **Search results show exact match, multiple matches (a group at a time for comparison and selection) or no match**
- **Query Orders by**
 - Date range
 - Order number, supplier order number or document number
 - Supplier name or contract number
- **Convenient payment by Government Purchase Card**
- **Material Receipt Acknowledgement to**
 - Close out
 - Report problems
- **All the above is accessible 24/7**



EMALL STATUS



- **NAF EMALL currently available for use**
- **Continual negotiation with and signing NAF Vendors**
- **Marketing EMALL**
 - **To vendors**
 - **Continue to Solicit NAF Vendors to participate**
 - **To End Users**
 - Letting purchase card holders know about our latest purchasing tool
 - Training to be held initially in local DC area
- **NAF Website:**
WWW.MWREMAIL.COM





EMALL STATUS



- **50 Signed NAF Vendors, 27 currently catalog ready, the balance is in the process**
 - **Types of Vendors on Board**
 - **Sporting Goods**
 - **Marine Repair**
 - **Educational Materials**
 - **Office Supplies**
 - **Golf Equipment**
 - **Restaurant Supplies**
 - **Furniture**
 - **Carpet**
- **DoD EMALL has 1,748 Vendors and 35,000 Users, other government agencies require as number one purchasing source**

POINTS OF CONTACT



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